



## JANUARY 2018 INFORMATION WEB RELEASE

Fastenal Company and Subsidiaries (Fastenal)  
(Dollar amounts in thousands)

Release date: 2/6/18

	2018	2017	Change
<b>Net sales</b>	\$ 394,371	336,044	<b>17.4%</b>
Business days	22	21	4.8%
<b>Daily sales</b>	\$ <b>17,926</b>	<b>16,002</b>	<b>12.0%</b>
Impact of acquisitions	1.4%	0.0%	
Impact of currency fluctuations	0.6%	0.3%	
Impact of ice storms (est.)	-1.7% to -2.0%	0.0%	

	2018	2017	Historical 5-Year Average <sup>1</sup>
Daily sales last October	\$ 18,168	15,966	
Change in daily sales since last October	-1.3%	0.2%	-1.0%

<sup>1</sup> The 'Historical 5-year Average' includes the years 2013 to 2017.

Daily sales growth by geography	2018	2017
United States	10.5%	2.7%
Total North America	11.6%	3.8%
Total Company	12.0%	3.8%

Daily sales growth by end market <sup>2</sup>	2018	2017 *
Manufacturing	13.3%	3.6%
Non-residential construction	7.9%	0.1%

<sup>2</sup> Inclusion of Manufacturers Supply Company ('Mansco'), which we acquired in March 2017, added 1.9pps to the daily sales growth of manufacturing.

Daily sales growth by product line	2018	2017
Fasteners <sup>3</sup>	10.1%	-1.9%
Other	13.7%	7.1%

<sup>3</sup> Inclusion of Mansco, which we acquired in March 2017, added 3.9pps to the daily sales growth of fasteners.

Employee headcount at month end	2018 **	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	11,837	11,164	6.0%	4.6%	168
Non-branch selling personnel - FTE	1,676	1,549	8.2%	7.5%	1
Total selling personnel - FTE	13,513	12,713	6.3%	5.0%	169
Distribution personnel - FTE	2,613	2,390	9.3%	7.9%	55
Manufacturing personnel - FTE	617	578	6.7%	7.6%	-4
Administrative personnel - FTE	1,171	1,038	12.8%	13.1%	29
Total non-selling personnel - FTE	4,401	4,006	9.9%	9.0%	80
Total personnel - FTE	17,914	16,719	7.1%	6.0%	249
Total personnel - absolute	20,814	19,637	6.0%		

### Comments:

\* In July 2017, we reclassified certain end market designations. This resulted in changes to the January 2017 end market rates of change.

\*\* The January 2018 headcount includes 120 branch and Onsite FTE (129 absolute headcount) in connection with the acquisition of Mansco.

### Definitions in release:

Net sales - Net sales for the period indicated.

Daily sales - Net sales divided by the number of business days in the United States.

FTE - Full-time equivalent headcount.

Change 12M - Twelve month change. / Change YTD - Year-to-date change.

Next monthly sales release date: **Tuesday, March 6, 2018 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, April 11, 2018 at 6:00 AM (central time)**